

1. DESCRIPTION: Alpine2 for 1 Promotion09BA      09CA      09EA      09FA2. SPECIAL CASE CODE: F/F 85's    F/F 100's    Lts. 85's    Lts. 100's3. PACKING Each case all 85's or 100's - F/F or LightsFACTORS: One comp. 20's and one rev. 20's with Polywraps10 packs (5 comp./5 rev.) 200 cigs./carton150 2pk units/case30 cartons (6,000 cigs.)/case4. AREAS INCLUDED - Selected Markets

AREAS EXCLUDED - \_\_\_\_\_

5. INDIVIDUAL UNIT REQUIREMENTS:

## QUANTITY/INDIVIDUAL DISTRIBUTION:

\_\_\_\_\_ - \_\_\_\_\_ PER X (NO. S/R)      \_\_\_\_\_ = 254,400 2pk units\_\_\_\_\_ - \_\_\_\_\_ PER X (NO. D.M.)      \_\_\_\_\_ = \_\_\_\_\_\_\_\_\_\_ - \_\_\_\_\_ PER X (NUMBER)      \_\_\_\_\_ = \_\_\_\_\_\_\_\_\_\_ - \_\_\_\_\_ PER X (NUMBER)      \_\_\_\_\_ = \_\_\_\_\_\_\_\_\_\_ - \_\_\_\_\_ PER X (NUMBER)      \_\_\_\_\_ = \_\_\_\_\_NUMBER UNITS REQUIRED FOR SHIPMENT      = 254,400 2pk unitsADDITIONAL BACKUP      = \_\_\_\_\_TOTAL UNITS REQUIRED      = 254,400 2pk units

## 6. PRODUCTION REQUIREMENTS:

09BA      09CA      09EA      09FAa. INDV. UNITS: 63,600      63,600      63,600      63,600b. CASES: 424      424      424      424c. CIGARETTES: Rev. 1.272      1.272      1.272      1.272  
(Millions)Comp. 1.272      1.272      1.272      1.272

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## 7. BILLING REQUIREMENTS:

CHARGE TO: SALES X SAMPLES \_\_\_\_\_TOTAL UNITS: 10,176,000 \_\_\_\_\_

## 8. SHIPPING SCHEDULE:

UNITS REQUIRED TO BE RECEIVED IN FIELD BY - 2/14/94  
3/07/94ALL AT ONCE \_\_\_\_\_ PHASED DELIVERY XPRODUCT MUST ARRIVE AT THE WHOLESALERS FOR TAX STAMPING BY  
THE DATES ASSIGNED HERE.PRODUCT ORDERS MUST BE ENTERED INTO THE ORDER ENTRY SYSTEM BY:1/14/94 FOR DELIVERY 2/14/942/07/94 FOR DELIVERY 3/07/94

## 9. COMMENTS - SPECIAL INSTRUCTIONS:

CODE BOTH END FLAPS OF THE WHITE PROMOTIONAL CARTONS:ALPINE F/F 09BAALPINE LTS. 09EA2 FOR 12 FOR 1ALPINE F/F 100 09CAALPINE LTS. 100 09FA2 FOR 12 FOR 1REQUESTED BY Brand DATE 10/26/93APPROVED BY D. L. Smith DATE 10/26/93REVISION #1 DATE 12/02/93REVISION #2 DATE 12/06/93

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